

MTS Sales Meeting November 11, 2014

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## **Background**

### NASA Space Launch System (SLS)

- Next generation heavy launch vehicle
- Human spaceflight beyond Earth orbit

### Kennedy Space Center (KSC)

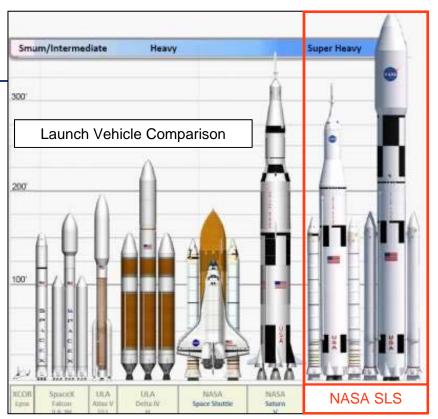
- Launch equipment design
- Vehicle assembly (stacking) and launch operations

### Launch Equipment Test Facility (LETF)

- Support NASA-KSC design branch
- Launch equipment verification/validation
- Investigate and resolve critical issues

**(SLS Umbilicals Video)** 









## **Background**

#### What is a Vehicle Motion Simulator (VMS)?

- Carries launch vehicle "like" skin sections
- Mate umbilical arms to skin sections
- VMS moves like launch vehicle to simulate:
  - Mating operations during stacking
  - Motion during crawler transport to pad
  - Wind induced motion at launch pad
  - Shrink / slosh" during tanking
  - T-O separation at launch
- Simultaneously test:
  - Fluid / electrical connections
  - Mechanism compliance
  - Separation systems









## A Long, Long Time Ago....

### Apollo and Shuttle Programs

- Legacy Vehicle Motion Simulators
  - Orthogonal motion only
  - Limited functionality
  - 45 year old equipment

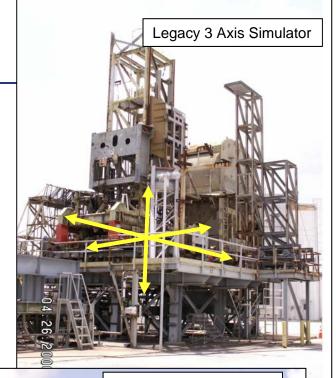
{Early Motion Simulator Video}

### Constellation Program (2006)

- New launch equipment to qualify
- More complex simulation requirements
  - ASRC procurement
  - Collaboration with NASA Glenn Research Center (GRC)
  - "Test like you fly"
  - Increased accuracy and reconfiguration capability

Here's where the story begins......









## Requirements & Procurement

# **Chapter 1: "The Search for Requirements and Suppliers"**

#### The Government's Challenge

- Incomplete requirements & specification development
- Understanding supplier capabilities & viable suppliers

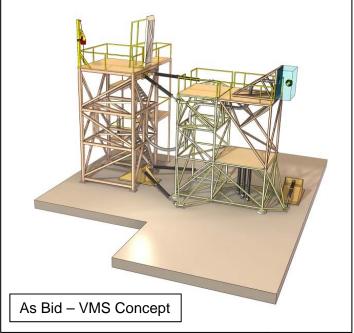
#### Pre-Bid Supplier Discussions

- Generic/abstract technical discussions
- Relevant capabilities, experience, projects

#### "Best Value" Procurement and Bid

- Understanding requirements and decision drivers
- Making the most of the site visit
- Balancing detail and conciseness
- Pragmatic solutions; KISS with creativity
- Professionally prepared bid <u>which reflects</u> the request for quote









## **Design & Review Process**

#### **Chapter 2: "Avoiding a Design by Committee"**

#### MTS' Challenge

- Requirements compliance with unknowns
- An Exceptional MTS Team at the Core

#### Stakeholders

- Organized and appropriately structured discussions; face-time
- Reconciling design with requirements
- Well documented reviews

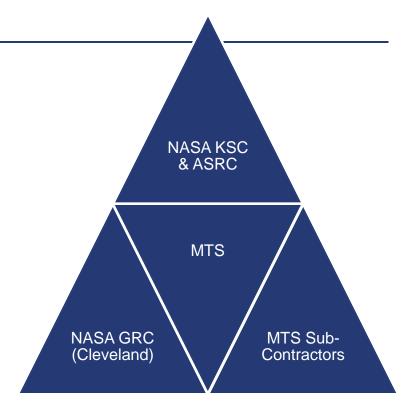
#### "A mile in the customer's shoes"

- Solutions based on understanding; collaboration
- Proactive discussion to limit/eliminate poor design; address details

#### Schedule

- Constantly monitored, schedule risks proactively addressed and slips mitigated
- Managing the customer, or in this case, customers







### **Fabrication & Installation**

#### **Chapter 3: "Some Assembly Required"**

#### MTS' Challenge:

- Coordinating internal & subcontracted tasks, and customer tasks
- Managing the customer...again

#### Take Time to Understand Local Rules

Avoid schedule delays

#### An Exceptional Team (...again)

 Build confidence by demonstrating safe and accurate work

#### Communication

- Proactive integration effort prevents conflicts
- "Stuff happens" vet solutions and deal with them quickly
- Proactive problem resolution requires teamwork











## **Commissioning & Activation**

#### **Chapter 4: "A Period of Adjustment"**

- MTS' Challenge:
  - Taming the One-of-a-Kind "Beast"
- An Exceptional Team (...again)
  - Sometimes needs a fresh set of eyes
- A Methodical Approach
  - A robust foundation is inherently predictable
  - Difficult issues mitigated by leveraging company knowledge
  - Engage the customer at the appropriate time – training mitigates tech calls
- When It Breaks, Fix It Permanently
  - Understanding cause & eliminating it builds customer confidence









## **Operations & Maintenance**

Chapter 5: "If you build it, they will (eventually) come" {LETF and VMS1 Ribbon Cutting} {Only use first 3:52}

#### The Government's Challenge:

– "I forgot what this button does?"

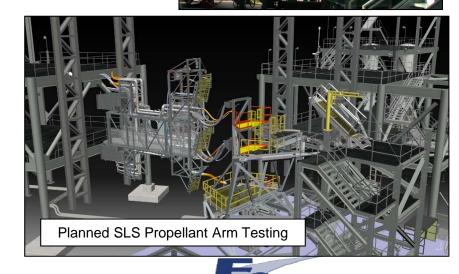
#### Transferring Knowledge

- Well documented manuals crafted from the user's perspective
- Well structured training, and an effective trainer

### Providing Useful Support After the Sale

- Knowledgeable local support for service
- Good notes and as-built information
- Providing a reasonable "lifeline" for questions







### A Second VMS

The Sequel: "Return of the VMS"

### • VMS2 Highlights:

- New SLS program = more testing capability
- Compressed schedule for umbilical testing
- Provide mitigation for potential single-point failure of VMS1 test fixture

#### Leverage Previous Team & Knowledge

- Build on lessons learned for all aspects of project
- Continuity in technical approach and technical team

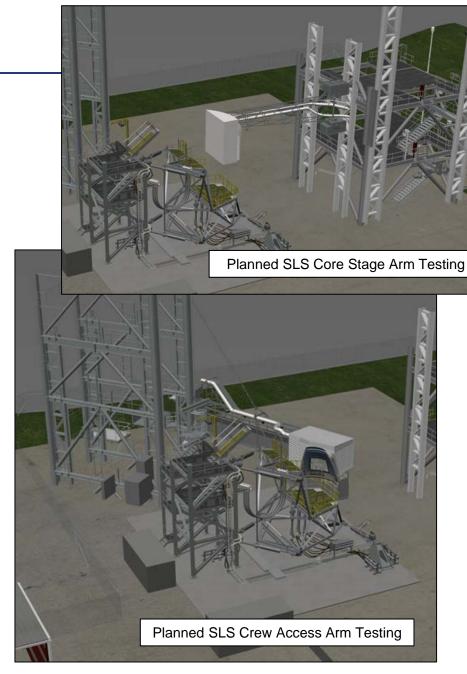






## In Summary

- Good Performance is more important than Good Reputation
  - Follow-through is the difference
- Experiences With Poor Performers at KSC = "Never More..."
  - Bad reputation built on repeat issues, or unresolved ones
- You Get What You Pay For
  - "Pay now, or pay later" syndrome
  - No design is perfect; learn from it and move on







## The Vehicle Motion Simulator Story

# **End**

Thank You....



